



STATE OF UTAH CONTRACT

FILE

1. CONTRACTING PARTIES. This Contract is between the Utah State Tax Commission ("Commission"), Agency Code 120, and the following contractor:

036137

Visual Image Systems Co. Inc.
1808 Laser Lane
Louisville, KY 40299-1914

CONTRACT NUMBER

Craig Brewer
Contact Person

(502) 491-2300
Phone Number

611325860
Federal ID#

93944A
Vendor Number

25545000000
Commodity Code(s)

LEGAL STATUS OF CONTRACTOR: For-Profit Corporation

2. GENERAL PURPOSE OF CONTRACT: To provide production of State of Utah special group plate decals and slogans.
3. PROCUREMENT: This contract is entered into as a result of the procurement process on Bid #NO3005, Requisition #120 3DMV0000001, FY2003.
4. CONTRACT PERIOD: Effective date: 08/05/02. Termination date: 08/04/05 unless terminated early or extended in accordance with the terms of the contract. Renewal Options (if any): two one-year.
5. CONTRACT COSTS: CONTRACTOR may be paid a maximum of: \$999,999,999.99 for costs authorized by this contract.
6. ATTACHMENT A: State of Utah, Standard Terms and Conditions.
ATTACHMENT B: Utah State Tax Commission Standard Terms and Conditions.
ATTACHMENT C: Invitation to bid.
ATTACHMENT D: Contractor-submitted pricing.
- Any conflicts between Attachment A and other Attachments will be resolved in favor of Attachment A.
7. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:
- A. All other government laws, regulations or actions applicable to the goods and/or services authorized by this Contract.
 - B. Utah State Procurement Code and Procurement Rules.
 - C. Contractor's Technical Proposal submitted in response to bid NO3005 dated 7/30/02.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

[Signature] 9/12/02
Contractor's Signature Date
CRAIG BREWER
Contractor's Name
SALES MANAGER
Title

STATE OF UTAH

Brad Simpson 9-13-02
Division Director Date
John Alsop 9/13/02
Budget Officer Date
[Signature] 9/13/02
Contract Officer Date
Rodney G. Martin 9-18-02
Rodney G. Martin, Executive Director Date
[Signature] OCT 09 2002
Director, Division of Purchasing Date
CONTRACT RECEIVED AND
PROCESSED BY
DIVISION OF FINANCE OCT 15 2002
Division of Finance Date

Phyllis Robins 801-297-3864
Agency Contact Person Telephone Number

MAIL TO:

STATE OF UTAH
DIVISION OF PURCHASING
3150 STATE OFFICE BUILDING, CAPITOL HILL
P.O. BOX 141061
SALT LAKE CITY, UTAH 84114-1061
TELEPHONE (801) 538-3026
<http://www.purchasing.state.ut.us>

Invitation to Bid



Solicitation Number: NO3005

Due Date: 07/30/02 at 2:00 P.M.

Date Sent: July 11, 2002

Agency Contract

Goods and services to be purchased: PRODUCTION OF STATE OF UTAH SPECIAL GROUP PLATE DECALS AND SLOGANS

Please complete

Company Name VISUAL IMAGE SYSTEMS CO. LLC		Federal Tax Identification Number 611325860	
Ordering Address 1808 LASER LN	City LOUISVILLE	State KY	Zip Code 40299
Remittance Address (if different from ordering address)	City	State	Zip Code
Type <input checked="" type="checkbox"/> LIMITED LIABILITY COMPANY <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Government	Company Contact Person CRAIG BREWER		
Telephone Number (include area code) 502 491 2300	Fax Number (include area code) 502 491 2066		
Company's Internet Web Address WWW.VISCOWEB.COM	Email Address CRAIG@VISCOWEB.COM		
Discount Terms (for bid purposes, bid discounts less than 30 days will not be considered) NET 30	Days Required for Delivery After Receipt of Order (see attached for any required minimums) 21 DAYS ARO		
<p>The following documents are included in this solicitation: Solicitation forms, instructions and general provisions, and specifications. <u>Please review all documents carefully before completing.</u></p> <p>The undersigned certifies that the goods or services offered are produced, mined, grown, manufactured, or performed in Utah. Yes _____ No <input checked="" type="checkbox"/>. If no, enter where produced, etc. <u>LOUISVILLE, KY</u></p>			
Offeror's Authorized Representative's Signature 		Date 7/24/02	
Type or Print Name CRAIG BREWER		Position or Title SALES MANAGER	

Visual Image Systems Co.
1808 Laser Lane
Louisville, KY 40299

SECTION 1.0 INTRODUCTION AND METHOD OF PROCUREMENT

1.1 OVERVIEW

1.1.1 Background

The Utah State Tax Commission (USTC), Division of Motor Vehicles (DMV) shall, after consultation with a representative of a “special group”, as defined in Utah Code Annotated, specify the word or words comprising the special group name and the symbol to be displayed upon the special group license plates (ref. §41-1a-408 Utah Code Annotated.)

1.1.2 Purpose

The purpose of this Invitation to Bid (ITB) is to solicit competitive bids from responsive, responsible, and financially sound organizations to produce Special Group Plate Decals and Slogans for the DMV. See Attachment C for a complete list of authorized special plate symbols and slogans as currently defined.

New decals, that are not currently listed in Attachment C, may be added to this contract as the special plate program expands. Likewise, some decals may be removed from the contract,

1.1.3 Authority

This ITB is issued under the authority of Utah Code Annotated, Title 63, Chapter 56, Utah Procurement Rules, and USTC policy. All prospective contractors are charged with presumptive knowledge of the cited authorities. The submission of a bid by a prospective contractor shall constitute admission of such knowledge on the part of such prospective contractor. Any bid submitted by a prospective contractor which fails to meet all published requirements of the cited authorities may, at the option of the USTC, be rejected without further consideration.

1.1.4 Contract Term

The USTC intends to award a three-year requirements contract with firm fixed unit prices with permissible price adjustments. The contract shall have two one-year renewal options. In no case will the contract, including all renewals exceed five years. The contract for the production of Special Group Plate Decals and Slogans will commence no later August 16, 2002 and conclude July, 2005. The optional extensions, exercised at the USTC’s discretion, may extend the contract term to July, 2007. The USTC reserves the right at any time to negotiate for new technological production advancements, decal and slogan materials, and services not contained in the original or previous renewal contracts. The contract term will include the initial period required for the contractor to conduct any start-up activities as may be necessary. All costs incurred by the contractor for the start-up period will be included in the fixed unit prices bid. The total fixed unit prices quoted in the bid on Pricing Schedule B will be firm and binding.

1.1.5 ITB Organization

This ITB is organized into three sections plus attachments. These sections are:

Section 1 - Introduction and Rules of the Procurement

Provides bidders with general information on the objectives of this ITB and the procurement process and rules which will be followed;

Section 2 - Statement of Work

Provides bidders with a description of the materials, the work to be performed, delineates USTC and contractor responsibilities, and defines milestones and deliverables;

Section 3 - Bid Requirements

Provides bidders with instructions on format, content, and schedules for submission of bid information;

Attachment A - State of Utah Standard Terms and Conditions

Attachment B - Utah State Tax Commission Terms and Conditions

Attachment C - Special Group Plate Decals and Slogans Descriptions

Attachment D - Pricing Schedules (Bidders must use this Attachment)

1.2 PROCUREMENT APPROACH

1.2.1 Legal Basis

Provisions of this ITB and subsequent contract are pursuant to the authority set forth in Utah Code Annotated, Title 63, Chapter 56, as amended, Utah State Procurement Rules (Utah Administrative Code Section R33), and related statutes which permit the State to purchase certain specified services, and other approved purchases for the State.

1.2.2 Procurement Methodology

1.2.2.1 The contract is to be awarded to the lowest responsible and responsive bidder whose bid meets the requirements set forth in this ITB. Section 3 of this ITB set forth the requirements and criteria which will be used to determine the lowest responsible and responsive bidder. No bid shall be evaluated for any requirements or criteria that are not disclosed in this ITB.

1.2.2.2 A responsible bidder is defined in §63-56-5(24) as a bidder who has the capability in all respects to perform fully the contract requirements and who has the integrity and reliability that will assure good faith performance. The factors to be considered in determining whether the standard of responsibility have been met are contained in Section 4 of this ITB.

1.2.2.3 A responsive bidder is defined in §63-56-5(25) Utah Code Annotated as a person who has submitted a bid that conforms in all material respects to the ITB.

1.2.3 Procurement Schedule

Written Questions Due	July 19, 2002, 2:00pm MT
Bids Due	July 30, 2002, 2:00pm MT
Anticipated Contract Start	August 16, 2002

1.3 PROCUREMENT PROCESS

1.3.1 Contract Administration

The State of Utah, Department of Administrative Services, Division of Purchasing will act as Issuing Office for the procurement process on behalf of the USTC. Ms. Phyllis Robins, USTC Purchasing Agent is responsible for the procurement process.

1.3.2 Letter of Intent

Prospective bidders are not required to submit a letter of intent to bid. However, written questions in response to this ITB will be accepted and should be addressed to:

Ms. Phyllis Robins
Purchasing Agent
Utah State Tax Commission
210 N. 1950 W.
Salt Lake City, Utah 84134
FAX (801) 297-3899
probins@utah.gov

The questions must be on the bidder's official business letterhead and must be signed by an individual authorized to commit the company to the work proposed. Submission of questions is not binding on the prospective bidder to submit a bid. Questions must be submitted no later than 2:00pm, MT, July 19, 2002, at the address, email, or fax number listed above. Late questions or improperly submitted questions may not be answered.

1.3.3. Bidders' Conference

An Bidders' Conference will not be held. In lieu of a conference, bidders are strongly urged to review materials available and to submit written questions.

Written questions should be submitted to the Purchasing Agent at the business address specified in Subsection 1.3.2. Written responses to questions without identification of the source of the question, will be sent to all bidders within five working days after July 19, 2002. Bidders should clearly understand that only the answers issued under ITB Addendum are the official position of the USTC and will become part of the subsequent contract. The USTC will not accept verbal questions from bidders. Such questions and/or communications initiated by any prospective bidder may constitute a violation of Subsection 1.4.1 of this ITB.

1.3.4 ITB Amendments

The State reserves the right to amend the ITB prior to the closing time and date for receipt of bids. Extensions to the bid due date and time may be provided to all potential bidders if any amendment is deemed to have a significant impact on the preparation of bids.

1.3.5 Bid Submission

Each bid must be submitted in an original, 2 hard copies, **and one electronic copy** including the transmittal letter. The electronic copy should be submitted on a 3 1/2" diskette or CD with text in Microsoft Word®. Facsimile offers will not be considered.

All bids must be physically received by the State of Utah, Department of Administrative Services, Division of Purchasing, 3150 State Office Building, Salt Lake City, Utah 84114 prior to 2:00 p.m. MT, July 30, 2002.

The outside cover of the package containing the bids shall be marked:

Utah Special Group Plate Decals and Slogans

Bid Number: _____

(Bidder Name)

Bid Closing Date and Time

Any amendments to the bids shall be submitted in the same manner consistent with the instructions described in this section and clearly labeled as "Amendment to Bid".

The name, title, mailing address, and telephone number of the bidders' authorized agent with the authority to bind the firm and answer critical questions concerning the bid must be stated clearly in the bid. Unnecessarily elaborate brochures or representations beyond that sufficient to present a complete and effective bid are not desired and may be construed as an indication of the bidder's lack of cost consciousness. Bidders must furnish all information requested by this ITB. References to literature submitted with previous bids or otherwise will not satisfy this provision and may cause rejection of the bid. All bids received by the State shall upon receipt become and remain the property of the State.

1.3.6 Bid Amendments and Rules for Withdrawal

Prior to the bid due time and date, a submitted bid may be withdrawn by submitting a written request for its withdrawal, signed by the bidder's authorized agent, to the Issuing Office.

Bidders will be allowed to make amendments to their bid prior to the bid due time and date. These amendments must be submitted in accordance with the instructions in Subsection 1.3.5. The State will not accept any amendments, revisions, or alterations to the bids after the bid due date.

1.3.7 Acceptance of Bids

All bids properly submitted will be accepted by the State. After receipt of the bids, the State reserves the right to award a contract based upon the terms, conditions, premises, the ITB and the bid of the selected bidder, without negotiation.

All bids must be responsive to all requirements of the ITB in order to be considered for the contract award. Any submitted bid shall remain a valid bid for six months after the bid due date.

The State also reserves the right to exclude any and all nonresponsive bids from consideration for contract award. The State anticipates that the bid will be made to the lowest responsive and responsible bidder, as defined in Utah Code Annotated, Title 63, Chapter 56, Part D (7).

The State reserves the right to waive minor irregularities in bids providing such action is in the best interest of the State. Where the State may waive minor irregularities, such waiver shall in no way modify the ITB requirements or excuse the bidder from full compliance with ITB specifications and other contract requirements if the bidder is awarded the contract. The State also reserves the right to require bidders, at their own expense, to submit written clarification of a bid in the manner and the format that the State shall require.

1.3.8 Non-Disclosure of Proprietary Data

Bidders may request nondisclosure of trade secrets and other proprietary data identified in writing. If an bidder has requested in writing the non-disclosure of trade secrets and other proprietary data so identified,

the procurement officer shall examine the request in the bid to determine its validity prior to commencing the evaluation process. If the parties do not agree as to the disclosure of the data, the procurement officer shall inform the bidder in writing what portion of the bid will be disclosed and that, unless the bidder withdraws the bid it will be disclosed. (ref. Utah Code Annotated §63-2-304(1)).

1.3.9 Oral Presentations

No oral presentations for this procurement will be scheduled.

1.3.10 Award Notice

The notice of the intent to award a contract will be available in the Purchasing Division office after the bid evaluations are completed.

1.4 RULES OF PROCUREMENT

To facilitate the procurement, various rules have been established. They are described in the following subsections.

1.4.1 Restrictions on Communications with USTC Staff.

From the issue date of this ITB until a contractor is selected and the selection is announced, bidders are prohibited from communications with USTC staff regarding this procurement except the Purchasing Agent identified in Subsection 1.3.2., the USTC Contract Officer, and the Issuing Office. For violation of this provision, the State shall reserve the right to reject the bid.

1.4.2 Cost of Preparing the Bids

All costs incurred by the bidders during the preparation of their bids will be borne by the bidders. The State of Utah will not reimburse the bidder for any such costs.

1.4.3 No Contingent Fees

The bidder must warrant in writing in the transmittal letter that it has not employed any company or person other than a bona fide employee working solely for the bidder or a company regularly employed as its marketing agent to solicit or secure this contract and that it has not paid or agreed to pay any company or person other than a bona fide employee working solely for the contractor as its marketing agent, any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon or resulting from the award of this contract.

For breach or violation of this provision, the State shall have the right to reject the bid or annul the contract without liability, or, at its discretion, deduct from the contract price or otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gifts, or contingencies.

1.4.4 Disposition of Bids

The bid submitted by the successful bidder shall be incorporated into and become part of the resulting contract. All bids received by the State shall, upon receipt, become and remain the property of the State of Utah. The State will have the right to use all concepts contained in any bid, and this right will not affect the acceptance or rejection of the bid. The selected bid and supporting documentation will be made available for public inspection upon request following contract award. Bids of bidders not selected for award will not be available for public inspection.

1.4.5 Use of Subcontractors

The successful bidder will be designated as the prime contractor and responsible for all of the work to be performed under this contract. Bidders must identify proposed subcontractors in their bid. At a minimum, this identification shall include the name, address, and the scope of work to be performed by such subcontractors. Any subcontractor not listed at the time of bid submission shall require the prior written approval of the USTC.

1.4.6 Independent Price Determination

The bidder shall certify in writing in the transmittal letter that the bid was arrived at independently without collusion, consultation, communication, or agreement as to any matter concerning pricing with any other bidder. In addition, the bidder is prohibited from participating in multiple bids in response to this ITB.

The bidder must include a statement in the transmittal letter certifying that the price was arrived at without any collusion or conflict of interest, as described above. Should any conflict of interest be detected at any time during the contract, the contract shall be declared null and void, and the contractor shall assume all costs of this project until such time that a new contractor is selected.

1.4.7 Insurance

Awarding of a contract will be contingent upon the bidder complying with Utah's statutes regarding Workers' Compensation Insurance and submission of written proof of that compliance. The selected contractor will also need to provide evidence of comprehensive liability coverage for its employees and of insurance to protect the State against claims by the contractor's personnel.

SECTION 2.0 STATEMENT OF WORK

2.1 SECTION PURPOSE AND REQUIREMENTS

2.1.1 Chapter Purpose

The purpose for this chapter is to provide bidders with a general description of the Special Group Plate Decals and Slogans, the work to be performed, delineates USTC and contractor responsibilities, and defines milestones and deliverables.

2.2 UTAH SPECIAL GROUP PLATE DECALS AND SLOGANS GENERAL INFORMATION

2.2.1 General Information

2.2.1.1 Color: Screened printed with permanent transparent/opaque fade resistant inks. (Reference Attachment C for actual colors)

2.2.1.2 See Attachment C actual sizes.

2.2.1.3 Artwork: In most cases, the special interest organization (not the USTC) is financially responsible to provide camera ready art to the vendor.

2.2.1.4 Material: U V. resistant clear coated vinyl 3M Scotchcal #3669 or approved equivalent (reference Section 2.3.1 of this ITB) or 3M retroreflective material or approved equivalent (reference Section 2.3.2 of this ITB). Retroreflective material applies only to the disabled person plate symbol and slogan (reference Attachment C to this ITB). Any substitute materials must be identified in the bid and the USTC reserves the right to reject the substitute material at its sole discretion.

2.2.2 Packaging

Utah Special Group Plate Decals and Slogans are to be packaged in 100/ea. per box. The label of each box must show the decals and/or slogans contained therein. Each carton is to be securely sealed to protect against damage in transit.

2.2.3 Estimated Quantity and Production Schedule

Decal symbols and slogans will be purchased in quantities of 250, 500, 1000, 1500, or 2000 at one time. Several different decals may be ordered at the same time. For newly designed decals and slogans, the contractor will be given a minimum four (4) week period from date of order to receipt in the USTC warehouse. For exact reprints the contractor will be given a minimum of three (3) weeks from date of order to receipt in the USTC warehouse.

2.2.4 Quality Control

Throughout the term of the contract, to the satisfaction of the USTC, the bidder must demonstrate that quality control procedures are in place to prevent and/or detect production errors.

2.2.5 Proofs

Photocopy proofs are not acceptable. The proof must be as close to the end product as possible, showing the design, colors, etc.

2.3 UTAH SPECIAL GROUP PLATE DECALS AND SLOGANS MATERIALS REQUIREMENTS

2.3.1 Vinyl Material

This section applies to all symbols and slogans except the disabled plate symbol and slogan. Materials must be equivalent or better to the specifications provided herein.

2.3.1.1 Materials Table

<u>Property</u>	<u>Test Method</u>	<u>Typical Value</u>
Surface Finish	Gloss Meter; 60 Reflection	45%, nominal
thickness inch (include adhesive)	Micrometer	0.0045 ± 0.0003
Tensile minimum	Instron Tensile Tester Jaw separation 2" (5.08 cm) and cross heads- of 12" (30.5cm) per minute	13 lb/in
Elongation	Instron Tensile Tester as above	250% minimum
Shelf Life	Free from excessive moisture, temperature, direct sunlight	1 year
Temperature	Standard conditions	-40 F to +200 F
Humidity (100% humidity)	Standard conditions	No effect
<i>Salt Spray</i>	Standard conditions	No effect
Gasoline Resist.	Standard conditions	No effect
Stability	Standard conditions	$\geq 1/64" \leq 1/32$
Adhesive (instant peel) avg.	PSTC-I, 15 minutes	35 oz/inch width
(Ultimate Peel) avg.	PSTC-1, one week	90oz/inch width
Liner Release width	TLMI (300in/min)	110g per 2 inch

2.3.1.2 Adhesive

4 mil calendared vinyl film is coated with an acrylic pressure-sensitive adhesive which facilitates applications over a wide range of temperatures. All properties must be balanced to perform to user's expectations. Optimum application temperatures are between 40 F and 100 F.

2.3.1.3 Durability

Expected durability is between 2-3 years unprinted. Durability should be extended with printing and clear coatings without fading, peeling, cracking, yellowing etc.

2.3.2 Retroreflective Material

This only applies to the disabled person, plate, symbol and slogan. Equivalent material may be accepted

upon review testing, and approval. Retroreflective characteristics are also referred to as “reflective”).

2.3.2.1 Coefficients of Retroreflection

2.3.2.1.1 The unprinted reflective sheeting shall have the following minimum coefficients of retroreflection expressed as average candlepower per foot candle per square foot of material (candle as per lux per square meter). Test samples shall be oriented as specified in the manufacturer’s instructions. The coefficient of retroreflection shall be measured in accordance with ASTM E810, “Standard Test Method for Coefficient of Retroreflection of Retroreflective Sheeting,” except that only one reading shall be taken at each position; the sample shall not be rotated 90 degrees.

Observation Angles	<u>White 0.2 Degrees</u>	<u>0.5 Degrees</u>
Entrance Angles		
-4 Degrees	50.0	30.0
40 Degrees	10.0	8.0

2.3.2.1.2 The coefficient of retroreflection of the same sheeting, totally wet by rain, shall not be less than 90 percent of the above values. Wet performance measurements shall be conducted at 0.2 degrees observation and -4 degrees entrance angle in accordance with ASTM E-810 and using the test set-up described in FHWA Specification FP-85 Section 718.02 (a) and Section 7.10.0 of AASHTO M 268.

2.3.2.2 Adhesive and Protective Liner

2.3.2.2.1 The precoated pressure-sensitive adhesive shall form a durable, vandal resistant bond to a clean, dry, properly painted or reflective sheeting license plate surfaces or sticker surfaces of the same material for the life of the plate issue.

2.3.2.2.2 The adhesive shall not exude from edges of the sheeting when processed into finished stickers so as to cause stacked pieces to stick together during shearing, cutting, printing, handling or while packaged in shipment and distribution.

2.3.2.2.3 The protective liner attached to the adhesive shall be removable by peeling without soaking in water or using other solvents and shall be easily removed after storage for four hours at 150 degrees F (66 degrees C) under a weight of 2.5 lbs per square inch (0.17 kg/cm squared).

2.3.2.2.4 The protection liner shall be 80 lb basic weight paper and the total thickness of sheeting, adhesive and liner shall not exceed 0.012 inch (0.0305mm).

2.3.2.3 Color

The sheeting shall be similar in daytime color and retro reflected nighttime color to enable quick verification of proper registration.

2.3.2.4 Directional Security Marks

The sheeting shall have protective directional marks which are an integral part of the sheeting, and which make unauthorized sticker reproduction extremely difficult. To assure recognizability, all security marks for use on a nominal 1 inch x 1.5 inch (2.54 cm x 3.81 cm) sticker shall be separated by no more than .75 inch (1.91 cm). The security marks shall be a ‘Beehive Design.’ A sample of the design will be provided.

2.3.2.4.1 Stickers (25 inches - 64 cm - from the ground) properly applied to vertically mounted license plate shall provide effective visual verification by exhibiting the following:

- a. The marks shall be visible to a viewer directly facing the stickers surface at an angle of 30 degrees

above the perpendicular to the sticker. The marks shall be visible to a 6 ft. tall viewer standing 6 feet (1.83m) from and directly facing the sticker's surface.

- b. The marks shall not be visible to the viewer standing at 2 ft. (.6m) and 20 ft. (6.1m) from and directly facing the sticker.
- c. The marks shall not be visible when viewed at an angle greater than 45 degrees to the left or right side of the sticker.

2.3.2.4.2 The security marks shall: (1) be verifiable in diffuse daylight and by retro reflected light at night (2) be visible on a sticker which is held at arms length and slightly tilted. (These same marks shall not be visible when rotated 90 degrees from the first viewing position) (3) not alter sheeting colors or reduce sheeting brightness below specified levels (4) not removable by chemical or physical means from the sheeting or the finished validation sticker, applied or unapplied, without irreparable damage to the reflective system.

2.3.2.5 Processability

The sheeting shall be readily cut without cracking or flaking. The sheeting shall be compatible with transparent or opaque inks and protective finish clear coat as recommended by the reflective sheeting manufacturer for sticker fabrication. The successful sheeting bidder shall furnish all inks, clear coat, and thinners needed to produce license plate validation stickers meeting the requirements of this specification.

Reflective sheeting shall be compatible with all procedures and equipment used by the state, or its designated convertor, to manufacture license plate validation stickers. Verification of compatibility may be required by the manufacturing facility prior to initiating the production of license plate validation sticker. For this purpose, fifty sheets of each size and color specified, inclusive of all inks, thinner and clears, shall be submitted to production facility for visual examination and testing in accordance with procedures established by the state. The approval of pre-production samples does not relieve the sheeting suppliers of the responsibility for compliance with all other provisions of this specification. The sheeting samples shall be manufactured in the same facilities to be used for the manufacturing of contract quantities.

2.3.2.6 Cleanability

The sheeting processed into finished stickers and applied in accordance with the recommendations of the reflective sheeting manufacturer shall be readily cleansed of normal dirt accumulation by washing with water and mild detergent. The surface shall be sufficiently solvent resistant to permit cleaning with solvents such as VM&P Naphtha, mineral spirits, turpentine, or other solvents commonly used on vehicle finishes. Rinsed and dried, the surface shall show no appreciable change following cleaning when compared visually to a new, clean sticker surface.

2.3.2.7 Performance Lift

The protective finishing clear coating shall remain clear and durable and shall provide a compatible surface for direct application for additional annual validation stickers of the same material for the service life required of the annual validation sticker issue.

2.3.2.8 General and Dimensional Requirements

2.3.2.8.1 The retroreflective sheeting shall be free from ragged edges, cracks and blisters. The sheeting shall be furnished in the sheets of the sizes specified. Instructions shall be included in each package to indicate

correct orientation for the printing so that printed designs are applied in proper orientation with the security marks. When finished in pre-cut sheets, dimensions shall be as specified with tolerances of $\pm 1/16$ inch (1.6mm) in length and width.

- 2.3.2.8.2 The distance between diagonal corners of each sheet shall be equal, with a tolerance of $\pm 1/32$ inch (0.79mm) for all diagonals up to 24 inches (61cm) in length. In addition, the difference between the lengths of the opposite edges of each sheet shall be not more than $1/16$ inch (1.59mm).

SECTION 3.0

BID REQUIREMENTS

3.1 OVERVIEW

The bid shall comply with the content requirements outlined in this chapter. The bid package shall also include a bidder's transmittal letter. Requirements for each of these items are presented in Subsections 3.2 and 3.3.

3.2. TRANSMITTAL LETTER

The transmittal letter shall be submitted on the bidder's official business letterhead. The letter is to transmit the bid and shall identify all materials and enclosures being forwarded collectively as a response to this ITB. The transmittal letter must be signed by an individual authorized to commit the company to the scope of work proposed. In addition, the transmittal letter must include:

- Identification of the bidder's corporation or other legal entity and all subcontractors, including the percentage of work (as measured by percentage of total price) to be performed by the prime contractor;

- A reference to all ITB amendments received by the bidder to ensure that the bidder is aware of all such amendments; if no amendments have been received, a statement to that effect should be included;

- If any subcontractors are used, a statement of responsibility for performance of the tasks assigned to a subcontractor, an outline of those tasks, and a statement of agreement to the requirements of this ITB;

- A statement acknowledging and agreeing to all of the rights of the USTC and the State of Utah contained in the provisions of this ITB, including procurement rules, terms and conditions, and all other rights and terms specified in this ITB;

- A statement that the bidder acknowledges that the USTC makes no representation of actual quantities nor guarantee of anticipatory profits;

- Certification that the Contractor's offer will be firm and binding for six months from the due date for receipt of bids, as referenced in Chapter 1, Subsection 1.3.7;

- Certification that no contingent fees have been paid for purposes of securing this contract, as referenced in Chapter 1, Subsection 1.4.3;

- Certification of independent price determination as referenced in Chapter 1, Subsection 1.4.6 of this ITB;

- Certification that the bidder can meet the three or four week, respectively, turnaround time as stated in Section 2.2.3 of this ITB;

All bids submitted by corporations must contain a certification by the secretary or other appropriate official, other than the signer of the bid, that the official signing the bid has the authority to obligate and bind the corporation to the terms, conditions, and provisions of the bid.

3.3 BID BOND

A Bid Bond is not required. However, the USTC reserves the right to cancel any award and re-award the contract to the next most qualified bidder if the successful bidder:

Fails to sign a contract by August 16, 2002, or such other later date set by the USTC;

Is unable to obtain the performance bond as may be required in Section 14 of Attachment B to this ITB.

3.4 BID REQUIREMENTS

3.4.1 Product Acceptability

3.4.1.1 Samples

Bidders are required to submit, attached to their bid, sample Special Group Plate Decals and Slogans (or equivalent decals), printed with the minimum features and on the materials described in Section 2 of this ITB for the purposes of testing the bidder's proposed products.

Tests will be conducted to assure the USTC that the bidders products are of a quality and workmanship to meet the minimum specifications. The acceptability evaluation is not conducted for the purposes of determining whether one bidder's products are superior to another but only to determine that a bidder's offering is acceptable. Any bidder's product that does not meet the acceptability requirements shall be rejected.

3.4.2 Pricing Requirements

The price bid shall consist of one overall pricing schedule intended as mock annual order. The pricing schedule is for bidding purposes only and the USTC makes no representation that the mock order will be an actual order nor does the USTC guarantee any quantities to be ordered under the contract. The price submitted by the bidder must include all costs to the USTC.

Pricing schedules that shall be required from all bidders are presented in Attachment D to this ITB. Only these pricing schedules shall be acceptable. Where a signature line or block is indicated, pricing schedules must be signed and dated by an appropriate corporate official.

By submitting an offer under this ITB, each bidder warrants their agreement to these pricing schedules. Any qualifications, counter offers, deviations, or challenges related to this will render the bid nonresponsive. Pricing Schedule A shall be representative of all costs associated with the production of the mock order.

In addition, the USTC may require the bidder to submit, on separate schedules furnished by the bidder, detailed cost data that will be used for potential amendments, additional deliverables, reports, and documentation.

3.5.1 Price Bid Format

The Price Bid shall contain the following pricing schedules:

Pricing Schedule A - Total Price Bid – based upon annual usage mock up;

Pricing Schedule B – Fixed Price Unit Costs

3.5.2 Contractor Reimbursement

All contractor reimbursement paid under this contract shall be on the basis of the acceptability/quality and timeliness of the printed Utah Special Group Plate Decals and Slogans.

Adjustments may be made to the contractor reimbursement should modifications to the Utah Special Group Plate Decals and Slogans increase the scope of work, costs, or performance requirements. Additionally, adjustments may be made pursuant to the provisions in Section 5 of Attachment B to this ITB.

The USTC reserves the right to request bidder's submitting responses to this ITB provide detailed breakdowns of costs associated with the proposed contract price, including personnel hourly rates, travel expenses, etc.

ATTACHMENT B

UTAH STATE TAX COMMISSION CONTRACT STANDARD TERMS AND CONDITIONS

In addition to the State of Utah “Standard Terms and Conditions” (Attachment A) bidders must, by submission of a bid, agree to the specific terms and conditions of the Utah State Tax Commission to be considered for any contract award. The terms and conditions contained herein shall be made apart thereof any contract awarded on behalf of the Utah State Tax Commission.

1. **Contract Composition.** The composition of the contract resultant from any competitive procurement process, and others as may be determined, shall include: a) the contract and any amendments to the contract; b) the Request for Bids (ITB), inclusive of all addenda, attachments, and exhibits, or other applicable procurement documents; c) the awarded contractor’s bid or bid; d) all requirements of Utah Code Annotated, the Utah procurement Rules, and the State Purchasing Policies and Procedure guidelines.
2. **Contract Interpretation.** Notwithstanding the provisions of section 18 of these terms and conditions, the order presented in section 1 above shall govern in cases of dispute. In the event of any conflict in the language among any components of the contract, the ITB shall govern. The Utah State Tax Commission reserves the right to clarify any contractual relationship in writing and such clarifications will govern in case of conflict with the requirements of the ITB. Any ambiguity in the ITB shall be construed in favor of the Utah State Tax Commission.
3. **Entire Agreement.** The contract in the incorporated composite form represents the entire agreement between the contractor and the Utah State Tax Commission, and it supercedes all prior negotiations, representations, or agreements, either written or oral, between the parties hereto relating to the subject matter hereof.
4. **Contract Term.** The contract shall begin on the date it is signed by the duly authorized representative of the Utah State Tax Commission and approved by the State of Utah, Department of Administrative Services, Division of Purchasing. The base contract shall be for a period of no more than three years with two one-year renewal options as may be exercised at the discretion of the Utah State Tax Commission.
5. **Change Orders and Modifications.** The Utah State Tax Commission Contract Officer may, at any time, by written order delivered to the contractor at least fifteen days prior to the commencement date of such change and without notice to the sureties, make administrative changes within the general scope of the contract. If any such change causes and increase or decrease in the cost of or time required for the performance of any part of the work under the contract whether changed or not by any such order, an equitable adjustment as mutually determined by the Utah State Tax Commission and the contractor shall be made in the contract price or delivery schedule or both. Any claim by the contractor for equitable adjustment under this provision must be asserted in writing to the Utah State Tax Commission within fifteen calendar days from the date of receipt by the contractor of the notification. Failure to agree to any adjustment shall be considered a dispute within the meaning of the disputes provision of the contract. Nothing contained herein this clause shall in any manner excuse the contractor from proceeding diligently with the contract as changed or modified.
6. **Notice of Change.** In the event, at any time during the course of this contract, the Contractor recognizes the need or becomes aware of the need to modify the conditions of this contract, either in scope or cost, the Contractor shall immediately notify the Contract Officer of such need and provide written documentation supporting the need and such documentation shall be in sufficient detail for the Contractor Officer to determine the validity and merit of a change to the contract.
7. **Contract Administration.** The Contractor recognizes that the only individual(s) authorized to bind the Utah State Tax Commission to any modification in the scope of work, schedules, increased costs, or other modifications to the contract are the Executive Director, the Contract Officer, and the Purchasing Agents. The Utah State Tax Commission shall not be obligated to the Contractor for any costs incurred by the Contractor for modifications to the contract without the prior written approval of the authorized Utah State Tax Commission staff.
8. **Right to Suspend.** If at any time during the contract, the Contract Officer of the Utah State Tax Commission determines that the best interest of the State would be served by temporarily suspending the contract or any part thereof, he shall do so by providing the contractor with a written notice to that effect. The contract, shall immediately upon receipt of such notice, cease all work covered under the contract as directed in the notice for the period of time specified in the notice.
9. **Ownership of Information.** The Utah State Tax Commission shall own and retain unlimited rights to use, disclose, or duplicate all information and data, copyrighted or otherwise, developed, derived, documented, stored, or furnished by the contractor under the contract at no cost to the State. The contractor expressly agrees not to use data furnished by the Utah State Tax Commission for independent projects without the prior written permission from the State. In all cases, the provision of Section 36 of these Terms and Conditions shall apply.
10. **Inspection Prior to and During Production/Performance.** The State of Utah, Utah State Tax Commission, Department of Administrative Services, Division of Purchasing, or their authorized representatives shall, at all reasonable times, have the right to enter the contractor’s premises or such other places where responsibilities under the contract are being performed to inspect, monitor, or otherwise evaluate the work being performed. The contractor and all subcontractors must provide reasonable access to all facilities, all records relating to the contract, and assistance to the State representatives.
11. **Warranty of Products/Services.** Notwithstanding prior acceptance by the Utah State Tax Commission of a contractor deliverable, the contractor shall expressly warrant that all delivered products, documentation, and services are compliant with the terms of this agreement. The contractor must correct all errors and design deficiencies and replace incorrect or defective documentation. Such corrections and/or replacements must occur within the time frame specified in the notice from the Utah State Tax Commission to the contractor of such deficiencies or within such period as may be necessary to make corrections using all due diligence and dispatch as agreed upon between the Utah State Tax Commission and the contractor. If the contractor fails to repair an identified error, deficiency, or defect within such period, the Utah State Tax Commission may, at its sole discretion, act to repair, and the contractor expressly agrees to reimburse the Utah State Tax Commission for all costs incurred thereby. Nothing in this provision implies any relief from the imposition of damages for associated deficiencies by the Utah State Tax Commission on the contractor during the life of the contract and for any warranty

period.

12. **Subcontracts.** Suppliers of equipment and routine purchase orders necessary for the performance of contract obligations shall not be considered subcontractors. Any purchase of services by the contractor wherein the contractor does not exercise full, complete, and direct control over the performance of the purchased services shall be considered a subcontract. All subcontractors shall require the prior written approval of the Utah State Tax Commission.
13. **Assignment.** The contractor shall not sell, transfer, assign, or otherwise dispose of the contract or any portion thereof or any right, title, interest therein without prior written consent of the Utah State Tax Commission. The provision includes reassignment of the contract to change in ownership.
14. **Performance Bond.** A performance bond issued by a reputable surety company authorized to do so and doing business in the State of Utah, in the amount of \$100,000.00 conditioned upon the prompt, proper, and efficient performance of the contract may be required at the time of contract execution.
15. **Financial Accounting.** The contractor shall be charged with presumptive knowledge of the policies and requirements set forth in State of Utah Administrative Rule §R33-3-8 concerning cost or pricing data and analysis including and specifically §R33-3-808.
16. **Conformance with State Regulations.** The contractor shall be required to conform to all State laws, rules, and policies as they exist or as may be amended from time to time. In the event that the contractor may request the Utah State Tax Commission to issue policy determinations or operating guidelines required for proper performance of the contract, the Utah State Tax Commission shall do so in a timely manner, and the contractor shall be entitled to rely upon and act in accordance with such policy determinations and operating guidelines, and shall incur no liability in doing so unless the contractor acts negligently, maliciously, fraudulently, or in bad faith.
17. **Waiver.** No covenant, condition, duty, obligation, or undertaking contained in or made a part of this contract will be waived except by written agreement of the parties, and forbearance of indulgence in any of the form or manner by either party in any regard whatsoever shall not constitute a waiver of the covenant, condition, duty, obligation, or the undertaking to be kept, performed, or discharged by the party to which the same may apply, and until complete performance or satisfaction of all such covenants, conditions, duties, obligations, and undertakings, the other party shall have the right to invoke any remedy available under law or equity, notwithstanding any forbearance or indulgence.
18. **Disputes.** Any dispute concerning a question of fact arising under the contract which is not disposed of by agreement shall be decided by the Utah State Tax Commission Contract Officer, who shall reduce his decision to writing and mail or otherwise furnish a copy thereof to the contractor. The decision of the Contract Officer shall be final and conclusive unless within five working days from the date of receipt of such copy the contractor mails or otherwise furnishes to the State of Utah, Chief Procurement Officer, a written appeal addressed to the Office of the Chief Procurement Officer, Division of Purchasing, Department of Administrative Services, 3150 State Office Building, Capitol Hill, Salt Lake City, Utah 84114. The appeals process and remedies shall be governed in accordance with Utah Code Annotated §63-56-46 - 63-56-64. Pending final decision of a dispute hereunder, the contractor shall proceed diligently with the performance of the contract and in accordance with the decision.
19. **Jurisdiction.** The laws of the State of Utah shall govern all aspects of the contract. Any lawsuit or legal action in which the Utah State Tax Commission is a party, arising out of or on account of the contract or the relationship of the parties must be brought in the courts of the State of Utah, and venue shall be in Salt Lake County, Utah. Any subcontracts of the contractor relating to the work performed under this contract must contain this or a similar provision.
20. **Contract Administration.** The contract shall be administered for the State by the Utah State Tax Commission. The Executive Director or his designee shall be the final authority to act for the Utah State Tax Commission under the contract, including resolution of contractual matters. Any direction by the Executive Director or designee shall be binding on the contractor. Whenever the Utah State Tax Commission is required by the terms of the contract to provide written notice to the contractor, such notice shall be signed by the Executive Director or designee. The Executive Director or designee shall approve all amendments and changes and all invoices for payment to the contractor, sign all notices regarding performance and potential damages issued throughout the life of the contract, and sign all other documents requiring formal approval by the Utah State Tax Commission. For purposes of this contract, the Contract Officer shall act as the designee.
21. **Notices.** Wherever under this contract one party is required to give notice to the other, such notice shall be deemed given upon delivery if delivered by hand or three days after posting if sent by registered or certified-mail, return receipt requested. Notices to the Utah State Tax Commission shall be addressed as follows: Mr. Paul F. Mash, Contract Officer, Utah State Tax Commission, 210 North 1950 West, Salt Lake City, Utah 84134. Said notices shall become effective on the date of receipt or the date specified within the notice, whichever comes later. Either party may change its address for notification purposes by mailing a notice stating the change and setting forth the new address, which shall be effective on the tenth day following receipt.
22. **Award of Related Contracts.** The Utah State Tax Commission may undertake or award supplemental or successor contracts for work related to this contract or any portion thereof. The contractor shall be bound and obligated to cooperate fully with such other contractors and the Utah State Tax Commission in all cases. All subcontractors will be required to abide by this provision as a condition of the contract between the subcontractor and the prime contractor.
23. **Patent or Copyright Infringement.** The contractor, at its expense, will defend any claim or suit which may be brought against the State of Utah or the Utah State Tax Commission for the infringement of United States patents or copyrights arising from the contractor's of the Utah State Tax Commission's use of any equipment, materials, software, products, or information prepared or developed in connection with the performance of the contract in any suit, will satisfy any final judgment for such infringement whether it is resolved by settlement or judgment. If principles of governmental or public law are involved, the State of Utah and/or the Utah State Tax Commission may participate in the defense of any such action, but no costs or expenses shall be incurred for the account of the contractors with the contractor's written consent. If, in the contractor's opinion, the equipment, materials, or information mentioned in the preceding paragraphs are likely to or become the subject of a claim of infringement, then without diminishing the contractor's obligation to satisfy any final award, the contractor may, with the Utah State Tax Commission's written consent, substitute other equally suitable equipment, materials, and information, or at the contractor's option and expense, obtain the right for the Utah State Tax Commission to continue the use of such equipment, materials, and information. In the event of equipment and/or software substitution, the Utah State Tax Commission must protect its interests in data used by such equipment or software through recovery or conversion of such data to other approved equipment or software. The contractor shall, in any such suit, satisfy any damages for infringement assessed against the State of Utah, the Utah State Tax Commission, its divisions, officers, employees, or agents resulting from said lawsuit, whether it is resolved by settlement or judgment.
24. **Federal, State, and Local Taxes.** In addition to the provision of section 13 of the State of Utah Standard Terms and Conditions the contractor shall be responsible to pay all taxes lawfully imposed upon it with respect to this contract or any product delivered or developed in accordance herewith. The Utah State Tax Commission makes no representation whatsoever as to exemption from liability to any tax imposed by any governmental entity on the contractor.

25. **Publicity.** Any publicity given to the Utah State Tax Commission and/or the State of Utah for products or services provided herein, including but not limited to, notices, information, pamphlets, press releases, research, reports, signage, and similar public notices prepared by or on behalf of the contractor shall identify the Utah State Tax Commission as sponsoring agency and shall not be released prior to written approval from the Utah State Tax Commission.
26. **Termination of the Contract for Default.** The contract may be terminated by the Utah State Tax Commission subject to the provisions of the contract for contractor default, convenience of the State of Utah, unavailability of funds, and contractor financial instability. A. Termination for Default - The State may terminate this contract in whole, or in part, whenever the Utah State Tax Commission determines that the contractor or subcontractor has failed to satisfactorily perform its contract duties and responsibilities and is unable to cure such failure within a reasonable period of time, as specified in writing by the Contract Officer, taking into consideration the gravity and nature of the default. Such termination shall be referred to herein as A Termination for Default. Upon determination by the Utah State Tax Commission that the contractor has failed to satisfactorily perform its contracted duties and responsibilities, the Contract Officer shall notify the contractor of the failure and establish a reasonable time period in which to cure such failure. If the contractor is unable to cure the failure within the specified time period, the Contract Officer will notify the contractor that the contract in full or in part has been terminated for default. If, after notice of termination for default, it is determined by the State or a court that the contractor was not in default or that the contractor's failure to perform or make progress in performance was due to causes beyond the control and without error or negligence of the contractor or any of its subcontractors, the notice of termination shall be deemed to have been issued as a termination for the convenience of the State, and the rights and obligations of the parties shall be governed accordingly. In the event of termination for default, in full or in part as provided by this clause, the Utah State Tax Commission may procure, upon such terms and in such manner as the State may deem appropriate, services similar to those terminated, and the contractor shall be liable to the State of Utah for any excess costs for such similar service and all other damages allowed by law. In addition, the contractor shall be liable to the State for administrative costs incurred by the Utah State Tax Commission in procuring such similar services. Payment for such costs may be assessed against the contractor's performance bond. In the event of termination for default, the contractor shall be paid for those deliverables, which the contractor has delivered to the State. Payments for completed deliverables, delivered to and approved by the Utah State Tax Commission shall be at the contract price less any amounts for assessed damages. Payment for partially completed deliverables, delivered to and not yet approved by the Utah State Tax Commission shall be an amount determined by the State, taking into consideration any assessed damages, not to exceed the cost of that deliverable. The rights and remedies of the State provided in this clause shall not be exclusive and are in addition to any other rights and remedies provided by law or under the contract.
27. **Termination of the Contract for Convenience.** The State may terminate performance of work under the contract in whole or in part whenever for any reason the Utah State Tax Commission shall determine that such termination is in the best interest of the State of Utah. In the event that the Utah State Tax Commission elects to terminate the contract pursuant to this provision, the Contract Officer shall notify the contractor of the basis and extent of termination. Termination shall be effective on the date specified in the notice, and the contractor shall comply with all specified provisions of the termination notice. Upon receipt of notice of termination for convenience, the contractor shall be paid the following: a) at the contract price(s) for completed deliverables delivered to and accepted by the Utah State Tax Commission for which they have not previously been paid, taking into consideration any assessed damages; b) at a reasonable price negotiated between the contractor and the Utah State Tax Commission for partially completed deliverables less any amounts for assessed damages, with the amount for each deliverable not to exceed the cost of that deliverable specified in the contract. In the event of a failure to agree upon a reasonable price, the matter shall be resolved in accordance with the Disputes provisions of the contract.
28. **Termination of the Contract for Unavailability of Funds.** It is understood and agreed by the parties hereto that all obligations of the Utah State Tax Commission, including the continuance of payments hereunder, are contingent upon the availability and continued appropriation of State funds, and in no event shall the Utah State Tax Commission be liable for any payments hereunder in excess of such available appropriated funds. In the event that the amount of any available or appropriated funds provided by the State for the purchase of services hereunder shall be reduced, terminated, or shall not be continued at an aggregate level sufficient to allow for the purchase of the specified services to be performed hereunder for any reason whatsoever, the Contract Officer shall notify the contractor of such reduction of funds available and the Utah State Tax Commission shall be entitled to reduce the Utah State Tax Commission's commitment hereunder or to terminate the contract as it deems necessary.
29. **Termination of the Contract for Financial Instability.** In the event that the contractor becomes financially unstable to the point of threatening the ability of the Utah State Tax Commission to obtain the services provided for under the contract, ceases to conduct business in the normal course, makes a general assignment for the benefit of creditors, suffers or permits the appointment of a receiver for its business or its assets, the State may, at its option, immediately terminate this contract. In the event the Utah State Tax Commission elects to terminate the contract under this provision, it shall do so by the Contract Officer sending notice of termination to the contractor specifying the date of termination. In the event of the filing of a petition in bankruptcy by or against a principal subcontractor, the contractor shall immediately so advise the Utah State Tax Commission. The contractor shall ensure that all tasks related to the subcontract are performed in accordance with the terms of the contract.
30. **Procedure on Termination.** Upon delivery by certified mail to the contractor of a Notice of Termination, specifying the nature of the termination and the date upon which such termination becomes effective, the contractor shall: a) stop work under the contract on the date specified and to the extent specified in the Notice of Termination; b) place no further orders or subcontracts for materials, paper, services, or facilities; c) terminate all orders and subcontracts to the extent that they relate to the performance of work terminated by the Notice of Termination; d) assign to the State in the manner and to the extent directed by the Contract Officer all of the right, title, and interest of the contractor under the orders or subcontracts so terminated, in which case the State shall have the right. In its discretion, to settle or pay any or all claims arising out of the termination of such orders and subcontracts; e) complete the performance of such part of the work as shall not have been terminated by the Notice of Termination; f) take such action as may be necessary, or as the Contract Officer may direct, for the protection and preservation of the property related to the contract which is in the possession of the contractor, and in which the Utah State Tax Commission has or may acquire an interest. The contractor shall proceed immediately with the performance of the above obligations, notwithstanding any delay in determining or adjusting the amount of any item of reimbursable price under this clause.
31. **Termination Claims.** After receipt of a Notice of Termination, the contractor shall submit to the Contract Officer any termination claim in the form and with the certification prescribed by the Contract Officer. Such claim shall be submitted promptly but in no event later than six months from the effective date of termination, unless one or more extensions in writing are granted by the Contract Officer within such six month period or authorized extension

thereof. However, if the Contract Officer determines that the facts justify such action, he may receive and act upon any such termination claim at any time after such six month period or any extension thereof. Upon failure of the contractor to submit its termination claim within the time allowed, the Contract Officer may, subject to any review required by the State procedures in effect as of the date of execution of the contract, determine, on the basis of information available to him, the amount, if any, due to the contractor by reason of the termination and shall thereupon cause to be paid to the contractor the amount so determined. In no case shall the contractor's termination claims include any claim for unrealized anticipatory profits. Subject to the provisions of the previous paragraph and subject to any review required by the State procedures in effect as of the date of the execution of the contract, the contractor and the Utah State Tax Commission may agree upon the amounts to be paid to the contractor by reason of the total or partial termination of work pursuant to this article. The contract shall be amended accordingly. In the event of the failure of the contractor and the Utah State Tax Commission to agree in whole or in part as to the amounts with respect to costs to be paid to the contractor in connection with the total or partial termination of work pursuant to this article, the Contract Officer shall determine on the basis of information available the amount, if any, due to the contractor by reason of termination and shall cause to be paid to the contractor the amount so determined. The contractor shall have the right of appeal, as stated under the Disputes provisions, from any such determination made by the Utah State Tax Commission.

32. **Warranty Against Brokers' Fees.** The contractor shall warrant that it has not employed any company or person other than a bona fide employee working solely for the contractor or a company regularly employed as its marketing agent to solicit or secure this contract. The contractor shall further warrant that it has not paid or agreed to pay any company or person other than a bona fide employee working solely for the contractor or a company regularly employed by the contractor as its marketing agent any fee, commission, percentage, brokerage fee, emolument, gifts, or any other consideration contingent upon or resulting from the award of the contract. For breach or violation of the warranty, the Utah State Tax Commission shall have the right to annul this contract without liability or, at its discretion, to deduct from the contract price or consideration, or otherwise received the full amount of such fee, commission, percentage, brokerage fee, emolument, gifts, or contingent fees.
33. **Damages.** Liquidated Damages – The purpose of liquidated damages is to ensure adherence to the performance requirements contained in the ITB and the contract. No punitive intent is inherent. It is agreed by the Contractor that, in the event of a failure to meet the performance requirements contained in the contract documents, damage shall be sustained by the State and that it will be impractical and extremely difficult to ascertain and determine actual damages which the State will sustain in the event of and by reason of such failure; and it is therefore agreed that the Contractor will pay the State for such failures at the sole discretion of the State according to the conditions set forth in the Notice (ref. §20 & 21). Consequential Damages - It is agreed by the Contractor that, in the event of a failure to meet certain performance requirements contained in the contract documents, damage or loss shall be sustained by the State and the Contractor agrees to pay the State its actual damages or losses.
34. **Gratuities.** The contractor shall not at any time during the period of this contract permit any individual employed by the State of Utah, or appointed or elected officials of the State of Utah to gain a share of the contract or to benefit there from directly or indirectly because of a financial interest in the contract, or any subcontractor, or any affiliate of any subcontractor. A violation of this provision shall constitute additional grounds for immediate termination of the contract. Furthermore, such violation shall be submitted to the Utah State Attorney General for whatever further action may deemed feasible and/or appropriate.
35. **Felony to Offer Emolument.** A person who is interested in any way in the performance of the contract is guilty of a felony if the person gives or offers to give any emolument, gratuity, contribution, loan, or reward, or any promise thereof to any person acting as a procurement officer, or who in any official capacity participates in or is in a position to influence the procurement process, whether it is given for his own use or the use or benefit of any other person or organization.
36. **Confidentiality of Taxpayer Information.** In performance of this Contract, the contractor agrees to comply with and assume responsibility for compliance by its employees with the following requirements: a) all work shall be performed under the supervision of the Contractor or the Contractor's employees; b) any return or return information made available in any format shall be used only for the purpose of carrying out the provisions of this Contract. Information contained in such material shall be treated as confidential and shall not be divulged or made known in any manner to any person except as may be necessary in the performance of this Contract. Disclosure to anyone other than an officer or employee of the Contractor shall be prohibited; c) all returns and return information will be accounted for upon receipt and properly stored before, during, and after processing. In addition, all related output shall be given the same level of protection as required for the source material; d) The Contractor certifies that the data processed during the performance of this Contract shall be completely purged from all data storage components of its computer facility, and no output will be retained by the Contractor at the time the work is completed. If immediate purging of all data storage components is not possible, the Contractor certifies that any IRS data remaining in any storage component will be safeguarded to prevent unauthorized disclosures; e) Any intermediate hard copy printout which may result during the processing of IRS data shall be given to the Commission or its designee. When this is not possible, the Contractor will be responsible for the destruction of any intermediate hard copy printouts, and shall provide the Commission or its designee with a statement containing the date of destruction, description of material destroyed, and the method used; f) no work involving information furnished under this Contract will be subcontracted without specific approval of the Commission; g) the Contractor will maintain a list of employees authorized access. Such list will be provided to the Commission and, upon request, the IRS reviewing office; h) the Commission will have the right to void the Contract if the Contractor fails to provide the safeguards described above.
Criminal/Civil Sanctions: a) each officer or employee of any person to whom returns or return information is or may be disclosed shall be notified in writing by such person that returns or return information disclosed to such officer or employee can be used only for a purpose and to the extent authorized herein, and that further disclosure of any such returns or return information for a purpose or to an extent unauthorized herein constitutes a felony punishable upon conviction by a fine of as much as \$5,000 or imprisonment for as long as five years, or both, together with the costs of prosecution. Such person shall also notify each such office and employee that any such unauthorized further disclosure of returns or return information may also result in an award of civil damages against the officer or employee in an amount not less than \$1,000 with respect to each instance of unauthorized disclosure. These penalties are prescribed by IRC Sections 7213 and 7431 and set forth at 26 CFR 301.6103(n); b) additionally, it is incumbent upon the Contractor to inform its officers and employees of the penalties for improper disclosure imposed by the Privacy Act of 1974, 5 U.S.C. 552a. Specifically, 5 U.S.C. 552a (i)(1), which is made applicable to contractors by 5 U.S.C. 552a (m)(1), provides that any officer or employee of a contractor, who by virtue of his/her employment or official position, has possession of or access to agency records which contain individually identifiable information, the disclosure of which is prohibited by the Privacy Act or regulations established there under, and who knowing that disclosure of the specific material is prohibited, willfully discloses the material in any manner to any person or agency not entitled to receive it, shall be guilty of a misdemeanor and fined not more than \$5,000.

Additionally, in performance of this Contract, the contractor agrees to comply with IRC 6103, IRC 7213 and IRC 7431.

ATTACHMENT C

Special Group Plate Decals and Slogans Descriptions

Special Plate Decal Listing of Symbols and Slogans:

U.S. Congress Symbol 3" Round, 1 color

U.S. Congress Slogan 5/8" x 6 1/2", 1 color

State Legislature Symbol 3" round, 1 color

State Legislature Slogan 5/8" x 6 1/2", 1 color

National Guard Symbol 3" x 2 1/4", 2 colors

National Guard Slogan 5/8" x 6 1/2", 1 color

Purple Heart Symbol 1 3/4" x 3 1/4", 5 colors

Purple Heart Slogan 5/8" x 6 1/2", 1 color

Pearl Harbor Survivor Symbol 3" round, 1 color

Pearl Harbor Survivor Slogan 5/8" x 6 1/2", 1 color

Prisoner of War Symbol 3 1/2" x 2 1/2", 2 colors

Prisoner of War Slogan 5/8" x 6 1/2", 1 color

Vintage Vehicle Symbol 3" x 3", 1 color

Vintage Vehicle Slogan 5/8" x 6 1/2", 1 color

Special Interest Vehicle Symbol 3" x 2 1/2", 1 color

Special Interest Vehicle Slogan 5/8" x 6 1/2" color

Amateur Radio Symbol 3" x 3", 2 colors

Amateur Radio Slogan 5/8" x 6 1/2", 1 color

Farm Vehicle Symbol 2 7/8" x 2 1/2", 2 color

Farm Vehicle Slogan 5/8" x 6 1/2", 1 color

Disabled Person Symbol (retroreflective material) 3" x 3", 1 color

Disabled Person Slogan (retroreflective material) 5/8" x 6 1/2", 1 color

Firefighter Symbol 3 1/4" x 3 1/4", 2 color

Firefighter Slogan 5/8" x 6 1/2", 1 color

Boy Scout Symbol 3" x 3 3/8", 2 color

Boy Scout Slogan 5/8" x 6", 1 color

Veterans Symbols:

United States Marine Corps 3" Round, 4 colors

Department of the Navy 3" Round, 5 colors

Department of the Army 3" Round, 6 colors

Department of the Air Force 3" Round, 5 colors

United States Coast Guard 3" Round, 4 colors

Veterans Slogan 5/8" x 6 1/2", 1 color

Greatest Snow Slogan 5/8" x 6 1/2", 1 color

Centennial Slogan 5/8 x 6 1/2", 1 color

Wildlife-Elk Symbol 3 1/4" x 3 7/8", 4 colors

Wildlife-Trout Symbol 3 1/4" x 3 7/8", 4 colors

Wildlife-Blue Heron Symbol 3 1/4" x 3 7/8", 4 colors

Wildlife Slogan 5/8" x 6 1/2", 1 color

Colleges and Universities:

University of Utah Symbol 3 1/4" x 3 1/2", 1 color

University of Utah Slogan 5/8" x 6 1/2", 1 color

Brigham Young University Symbol 3 1/4" x 3 7/8", 1 color

Brigham Young University Slogan 5/8" x 6 1/2", 1 color

Utah State University Symbol 3 1/4" x 3 1/2", 1 color

Utah State University Slogan 5/8" x 6 1/2", 1 color

Weber State University Symbol 3 1/4" x 2 1/2", 2 color

Weber State University Slogan 5/8" x 6 1/2", 1 color

Westminster College Symbol 3 1/4" x 3 3/4", 3 Colors

Westminster College Slogan 5/8" x 6 1/2", 1 color

Salt Lake Community College Symbol 2 7/8" x 27/8", 1 color

Salt Lake Community College Slogan 5/8" x 6 1/2", 1 color

Utah Valley Community College Symbol 3 1/4" x 3 1/2", 2 colors

Utah Valley Community College Slogan 5/8" x 6 1/2", 1 color

Southern Utah State College Symbol 3 1/4" x 3 3/8", 2 colors

Southern Utah State College Slogan 5/8" x 6 1/2", 1 color

Dixie College Symbol 2 1/4" x 3 3/4", 2 colors

Dixie College Slogan 5/8" x 6 1/2", 1 color

Snow College Symbol 3 1/4" x 3 3/8", 2 colors

Snow College Slogan 5/8" x 6 1/2", 1 color

LDS Business College Symbol 2 1/2" x 3 1/2", 2 colors

LDS Business College Slogan 5/8" x 6 1/2", 1 color

Invest in Children Symbol 3 7/8" x 2 1/2", 1 color

Invest in Children Slogan 5/8" x 5 5/8", 3 colors

Emergency Medical Technician Slogan 2 7/8" x 3/8", 4 colors

Emergency Medical Technician Symbol 5/8" x 6", 1 color

Dealer Use Only Slogan 5/8" x 3 1/2", 1 color

Snowmobile Symbol 3"x 2 7/8", 5 colors

Snowmobile Slogan 5/8" x 6", 1 color

Soil Conservation Symbol 3 3/8" x 2 6/8", 9 colors

Soil Conservation Slogan 5/8" x 5 7/8", 1 color

ATTACHMENT D

PRICING SCHEDULES

The following pages contain the Pricing Schedules that all bidders are required to submit. Pricing Schedule A is a sample mock order representing an order of Special Group Plate Decals and Slogans as well as a pricing line (#12) for any costs associated with the creation of a new Special group Plate Decal and Slogan. The “TOTAL PRICE BID” will be used for determining the lowest price bid. Pricing Schedule B, “FIXED UNIT PRICING” will be incorporated into any awarded contract and be used when placing actual orders. Where a signature line is indicated bidders are required to sign. Any conflicts between Pricing Schedule A and Pricing Schedule B shall be resolved in favor of Pricing Schedule B.

Pricing Schedule A Mock Annual Order						
Printing Order	Decal Type	Warehouse Number	Amount Ordered	Colors	Cost Each	Total
1	Clean Fuel Symbol	SP10200A	2,500	2		
2	Clean Fuel Slogan	SP10200B	2,500	1		
3	Disabled Person Symbol	SP10100A	2500	1		
4	Greatest Snow Slogan	SP10100B	1000	1		
5	Centennial Slogan	SP10100C	2500	1		
6	University of Utah Symbol (U of U)	CP10000A	1,000	1		
7	University of Utah Slogan	CP10000B	500	1		
8	Firefighter Symbol	SP10120A	1,000	3		
9	Firefighter Slogan	SP10120B	1,000	1		
10	No More Homeless Pets Symbol	SP10190A	10,000	3		
11	No More Homeless Pets Slogan	SP10190B	10,000	1		
12	Set up fee for New Decal					
13	Wildlife Slogan	SP10110D	5000	1		
14	Childrens Issue Symbol	SP10160A	2,500	1		
15	Childrens Issue Slogan	SP10160B	2,500	3		
Screen printed on 3M 3650-114 Square Cut Scored Backing, Round Corners <u>5 yr. Outdoor Guarantee</u>						
TOTAL PRICE BID: \$ _____						

Pricing Schedule B
Fixed Unit Pricing

DECALS

All pricing must be based on a maximum decal size of 3 ¼” x 3 ½”.

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
2 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
3 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
4 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
5 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
6 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
7 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
8 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
9 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
10 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea

Signature of Authorized Corporate Official: _____

Title: _____ Date Signed: _____

Pricing Schedule B
Fixed Unit Pricing

SLOGANS

All pricing must be based on a maximum slogan decal size of 9/16" x 6 1/2".

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
2 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
3 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
4 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
5 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea
6 Color	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea	____ ea

Signature of Authorized Corporate Official: _____

Title: _____ Date Signed: _____

STATE OF UTAH
DIVISION OF PURCHASING
GENERAL SERVICES

Invitation to Bid

Solicitation Number: NO3005

Due Date: 07/30/02

Vendor Name: VISUAL IMAGE SYSTEMS CO. LLC

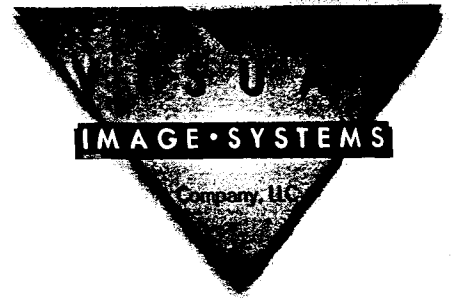
Description
AGENCY CONTRACT FOR THE PRODUCTION OF STATE OF UTAH SPECIAL GROUP PLATE DECALS AND SLOGANS, PER THE ATTACHED SPECIFICATIONS.
PLEASE ENTER YOUR PRICING ON THE ATTACHMENTS PRICING SCHEDULE A AND PRICING SCHEDULE B.
QUESTIONS ON SPECIFICATIONS CALL PHYLLIS ROBINS AT (801) 297-3864. QUESTIONS ON PURCHASING PROCESS (NOT RELATED TO SPECIFICATIONS) CALL NANCY ORTON AT (801) 538-3148. RX: 120 3DMV0000001

Ship To: SALT LAKE CITY UT 84116

FREIGHT CHARGES (if applicable)

SHIPPING POINT AND ZIP CODE	LOUISVILLE KY 40299
QSHIPPING WEIGHT	depends on order
MODE OF TRANSPORTATION (Please check one)	
<input checked="" type="checkbox"/> Small package/Ground	<input type="checkbox"/> LTL(Less than truck load) NMFC Class# _____ NMFC Item # _____
<input type="checkbox"/> Truckload	<input type="checkbox"/> Air
<input type="checkbox"/> Other (Please specify)	
TOTAL PRICE LESS FREIGHT (FOB Origin)	\$ —
TOTAL PRICE INCLUDING FREIGHT (FOB Destination)	\$ prepaid

Visual Image Systems Co.
1808 Laser Lane
Louisville, KY 40299



July 29, 2002

State of Utah
Division of Purchasing
3150 State Office Building, Capitol Hill
Salt Lake City, UT 84114

RE: Transmittal Letter for Solicitation Number NO3005
Due Date: 07/30/02 at 2:00 PM

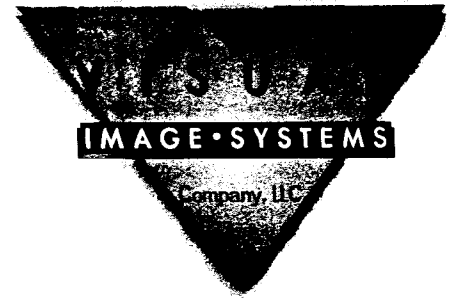
To Whom It May Concern:

Thank you for the opportunity to provide a proposal for the production of State of Utah special group plate decals and slogans.

We are prepared to provide finished goods per the published specifications, including the use of the 3M 3650-vinyl material as specified. Because the ITB did not reference the retro-reflective material required by name, our proposal includes the use of 3M 580 and/or 690 vinyl material; I think you will find these materials to be the best retro-reflective materials available for your purpose.

In response to Section 3.2, we:

- affirm Visual Image Systems Company, LLC is a Limited Liability Company located in the Commonwealth of Kentucky; we do not plan to use any sub-contractors during the term of this contract
- acknowledge (as of today's date) we are aware of no amendments to the specifications
- acknowledge and agree to the rights of the USTC and the State of Utah contained in the provisions of this ITB
- certify the enclosed offer will be firm and binding for 6 months from due date
- acknowledge that the USTC makes no representation of actual quantities or guarantee of anticipatory profits
- certify that no contingent fees have been paid for the purpose of securing this contract
- certify that prices contained in our proposal were determined independently and without collusion, consultation, communication, or agreement as to any matter concerning pricing with any other bidder
- certify that the price was arrived at without any collusion or conflict of interest
- certify that we can meet the maximum required turnaround time of 4-weeks for newly designed decals and slogans and 3-weeks for re-prints of same



Enclosed please find:

- 1) completed Invitation to Bid document, including
 - a) Pricing Schedule A
 - b) Pricing Schedule B
- 2) required samples of equivalent decals
 - a) for items specified in section 2.3.1:
3M Scotchcal #3650-114 (transparent), silk-screened with #9725 (red) ink
 - b) for items specified in section 2.3.2:
3M Scotchlite #690-10 (white), silk-screened with #9700 inks
- 3) Product Bulletin
 - a) ScotchCal 3650 material
 - b) Scotchlite 580 material
 - c) Scotchlite 690 material

If you have any questions or concerns, please contact me directly at (502) 777-5639. I will appreciate the opportunity to review a bid tabulation or other bid results; a self-addressed, stamped-envelope is enclosed.

Sincerely,

Craig Brewer
National Sales Manager

encl: (7)

Pricing Schedule A Mock Annual Order						
Printing Order	Decal Type	Warehouse Number	Amount Ordered	Colors	Cost Each	Total
1	Clean Fuel Symbol	SP10200A	2,500	2	.19	475. ⁰⁰
2	Clean Fuel Slogan	SP10200B	2,500	1	.07	175. ⁰⁰
3	Disabled Person Symbol (Large)	SP10100A	2500	1	.42	1050. ⁰⁰
4	Greatest Snow Slogan	SP10100B	1000	1	.08	80. ⁰⁰
5	Centennial Slogan	SP10100C	2500	1	.07	175. ⁰⁰
6	University of Utah Symbol (U of U)	CP10000A	1,000	1	.21	210. ⁰⁰
7	University of Utah Slogan	CP10000B	500	1	.09	45. ⁰⁰
8	Firefighter Symbol	SP10120A	1,000	3	.25	250. ⁰⁰
9	Firefighter Slogan	SP10120B	1,000	1	.08	80. ⁰⁰
10	No More Homeless Pets Symbol	SP10190A	10,000	3	.19	1900. ⁰⁰
11	No More Homeless Pets Slogan	SP10190B	10,000	1	.06	600. ⁰⁰
12	Set up fee for New Decal				0.00	0.00
13	Wildlife Slogan	SP10110D	5000	1	.06	300. ⁰⁰
14	Childrens Issue Symbol	SP10160A	2,500	1	.17	425. ⁰⁰
15	Childrens Issue Slogan	SP10160B	2,500	3	.08	200. ⁰⁰
TOTAL PRICE BID: \$						5965. ⁰⁰


Visual Image Systems Co.
1808 Laser Lane
Louisville, KY 40299

Pricing Schedule B
Fixed Unit Pricing

SLOGANS TRANSPARENT
PER SECTION 2.3.1

All pricing must be based on a maximum slogan decal size of 9/16" x 6 1/2".

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	.17 ea	.13 ea	.10 ea	.09 ea	.08 ea	.08 ea	.07 ea	.07 ea	.06 ea	.06 ea
2 Color	.19 ea	.14 ea	.12 ea	.10 ea	.09 ea	.08 ea	.08 ea	.07 ea	.07 ea	.07 ea
3 Color	.21 ea	.16 ea	.13 ea	.11 ea	.10 ea	.09 ea	.09 ea	.08 ea	.08 ea	.07 ea
4 Color	.23 ea	.17 ea	.14 ea	.12 ea	.11 ea	.10 ea	.10 ea	.09 ea	.08 ea	.08 ea
5 Color	.24 ea	.18 ea	.15 ea	.13 ea	.11 ea	.11 ea	.10 ea	.10 ea	.09 ea	.09 ea
6 Color	.26 ea	.20 ea	.16 ea	.14 ea	.12 ea	.12 ea	.11 ea	.10 ea	.10 ea	.09 ea

Signature of Authorized Corporate Official: 

Title: SALES MGR.

Date Signed: 7/29/02

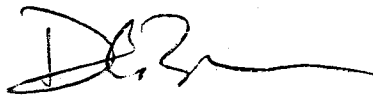
Pricing Schedule B
Fixed Unit Pricing

SLOGANS - REFLECTIVE
PER SECTION 2.32

All pricing must be based on a maximum slogan decal size of 9/16" x 6 1/2".

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	<u>.41</u> ea	<u>.31</u> ea	<u>.25</u> ea	<u>.21</u> ea	<u>.19</u> ea	<u>.18</u> ea	<u>.17</u> ea	<u>.16</u> ea	<u>.15</u> ea	<u>.14</u> ea
2 Color	<u>.44</u> ea	<u>.33</u> ea	<u>.24</u> ea	<u>.22</u> ea	<u>.20</u> ea	<u>.19</u> ea	<u>.18</u> ea	<u>.17</u> ea	<u>.16</u> ea	<u>.15</u> ea
3 Color	<u>.46</u> ea	<u>.34</u> ea	<u>.27</u> ea	<u>.23</u> ea	<u>.21</u> ea	<u>.20</u> ea	<u>.19</u> ea	<u>.17</u> ea	<u>.16</u> ea	<u>.15</u> ea
4 Color	<u>.47</u> ea	<u>.36</u> ea	<u>.29</u> ea	<u>.24</u> ea	<u>.22</u> ea	<u>.21</u> ea	<u>.19</u> ea	<u>.18</u> ea	<u>.17</u> ea	<u>.16</u> ea
5 Color	<u>.49</u> ea	<u>.37</u> ea	<u>.30</u> ea	<u>.25</u> ea	<u>.23</u> ea	<u>.21</u> ea	<u>.20</u> ea	<u>.19</u> ea	<u>.18</u> ea	<u>.17</u> ea
6 Color	<u>.51</u> ea	<u>.38</u> ea	<u>.31</u> ea	<u>.26</u> ea	<u>.23</u> ea	<u>.22</u> ea	<u>.21</u> ea	<u>.19</u> ea	<u>.19</u> ea	<u>.17</u> ea

Signature of Authorized Corporate Official: _____



Title: SALES MANAGER

Date Signed: 7/25/02

Pricing Schedule B

Fixed Unit Pricing

DECALS TRANSPARENT
PER SECTION 2.3.1

All pricing must be based on a maximum decal size of 3 1/4" x 3 1/2".

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	<u>.47</u> ea	<u>.34</u> ea	<u>.27</u> ea	<u>.23</u> ea	<u>.21</u> ea	<u>.20</u> ea	<u>.19</u> ea	<u>.17</u> ea	<u>.17</u> ea	<u>.15</u> ea
2 Color	<u>.49</u> ea	<u>.37</u> ea	<u>.30</u> ea	<u>.25</u> ea	<u>.23</u> ea	<u>.22</u> ea	<u>.21</u> ea	<u>.19</u> ea	<u>.18</u> ea	<u>.17</u> ea
3 Color	<u>.54</u> ea	<u>.41</u> ea	<u>.33</u> ea	<u>.28</u> ea	<u>.25</u> ea	<u>.24</u> ea	<u>.23</u> ea	<u>.21</u> ea	<u>.20</u> ea	<u>.19</u> ea
4 Color	<u>.59</u> ea	<u>.45</u> ea	<u>.36</u> ea	<u>.30</u> ea	<u>.28</u> ea	<u>.26</u> ea	<u>.25</u> ea	<u>.23</u> ea	<u>.22</u> ea	<u>.20</u> ea
5 Color	<u>.64</u> ea	<u>.49</u> ea	<u>.39</u> ea	<u>.33</u> ea	<u>.30</u> ea	<u>.28</u> ea	<u>.27</u> ea	<u>.25</u> ea	<u>.24</u> ea	<u>.22</u> ea
6 Color	<u>.69</u> ea	<u>.53</u> ea	<u>.42</u> ea	<u>.35</u> ea	<u>.32</u> ea	<u>.30</u> ea	<u>.29</u> ea	<u>.27</u> ea	<u>.25</u> ea	<u>.24</u> ea
7 Color	<u>.74</u> ea	<u>.57</u> ea	<u>.45</u> ea	<u>.38</u> ea	<u>.35</u> ea	<u>.33</u> ea	<u>.31</u> ea	<u>.29</u> ea	<u>.27</u> ea	<u>.26</u> ea
8 Color	<u>.79</u> ea	<u>.60</u> ea	<u>.48</u> ea	<u>.40</u> ea	<u>.37</u> ea	<u>.35</u> ea	<u>.33</u> ea	<u>.31</u> ea	<u>.29</u> ea	<u>.27</u> ea
9 Color	<u>.84</u> ea	<u>.63</u> ea	<u>.51</u> ea	<u>.43</u> ea	<u>.39</u> ea	<u>.37</u> ea	<u>.35</u> ea	<u>.33</u> ea	<u>.31</u> ea	<u>.29</u> ea
10 Color	<u>.89</u> ea	<u>.69</u> ea	<u>.54</u> ea	<u>.45</u> ea	<u>.41</u> ea	<u>.39</u> ea	<u>.37</u> ea	<u>.35</u> ea	<u>.33</u> ea	<u>.31</u> ea

Signature of Authorized Corporate Official: _____

Title: SALES MGR

Date Signed: 7/29/02

Pricing Schedule B

Fixed Unit Pricing

DECALS - REFLECTIVE
PER SECTION 2.3.2

All pricing must be based on a maximum decal size of 3 1/4" x 3 1/2".

	50	100	250	500	1000	1500	2000	2500	5,000	10,000
1 Color	1.11 ea	.81 ea	.64 ea	.55 ea	.50 ea	.48 ea	.45 ea	.42 ea	.40 ea	.37 ea
2 Color	1.21 ea	.87 ea	.70 ea	.58 ea	.53 ea	.50 ea	.47 ea	.44 ea	.43 ea	.39 ea
3 Color	1.21 ea	.93 ea	.73 ea	.61 ea	.55 ea	.53 ea	.49 ea	.46 ea	.44 ea	.41 ea
4 Color	1.26 ea	.99 ea	.76 ea	.63 ea	.58 ea	.54 ea	.51 ea	.48 ea	.45 ea	.42 ea
5 Color	1.31 ea	1.02 ea	.80 ea	.64 ea	.60 ea	.54 ea	.53 ea	.50 ea	.47 ea	.44 ea
6 Color	1.36 ea	1.04 ea	.83 ea	.69 ea	.62 ea	.59 ea	.54 ea	.52 ea	.49 ea	.46 ea
7 Color	1.41 ea	1.06 ea	.84 ea	.71 ea	.65 ea	.61 ea	.58 ea	.54 ea	.51 ea	.47 ea
8 Color	1.46 ea	1.12 ea	.89 ea	.73 ea	.67 ea	.63 ea	.60 ea	.56 ea	.53 ea	.49 ea
9 Color	1.51 ea	1.14 ea	.93 ea	.76 ea	.69 ea	.65 ea	.62 ea	.58 ea	.54 ea	.51 ea
10 Color	1.56 ea	1.19 ea	.96 ea	.79 ea	.71 ea	.67 ea	.64 ea	.60 ea	.56 ea	.53 ea

Signature of Authorized Corporate Official: _____

Title: SALES MANAGER

Date Signed: 7/24/02